**13-05-2013-Business model prototype for dairy enterprise incubation in developing countries**

**Designed by: Kebebe Ergano**

**0 Draft for comments**

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| **Key partners**   * Ministry of Agriculture at different levels * National agricultural research institutes and universities * Government administrative council * Microfinance institutions * MSEs office * NGOs * Large and medium dairy farms * Private feed and crossbred heifer suppliers, veterinary and AI providers * Milk buyers (hotels, restaurants, schools, etc.) * Milk processors * Supermarkets | **Key activities**   * Establishing innovation platforms * Providing key technological inputs and supplies at cost * Linking with relevant business partners * Source and provide business development services (BDS) * Facilitating the platform * Facilitating workshops and trainings * Documenting lessons | **Value proposition (what value we offer)**   * Assists farmers aspiring to establish dairy enterprises to access crossbred dairy cows, assured AI and veterinary services, BDS and outputs markets (pain-killers for transaction costs) * Provide minimum technological inputs (convenient and time saving) * Provide platform for partners to discuss common issues of concern | **Partner relationships**   * Internship * Networking * Training on new approaches | **Beneficiaries/co-creators**   * Framers * Aspiring private investors * Dairy cooperatives * Researchers and extension officers * Policy makers |
| **Key resources**   * Qualified ILRI researchers * Staff of key partner organizations * Business model prototype * ICT infrastructure |
| **Channels**   * Milk shade hubs * Dairy cooperatives |
| **Cost structure**   * Local per diem for partners * Cost of key technological inputs and supplies * Cost of conferences and meeting * Salary of ILRI facilitators * Cost of ICT and utilities Vehicle and other logistic costs | | **Key outcome indicators**   * Number dairy farms established * Number of farmers using dairy technologies * Change in knowledge, skills and attitudes of partners | | |